



**THE ELECTRICITY SUPPLY CORPORATION OF MALAWI LIMITED**

**REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES – FIRMS SELECTION)**

**COUNTRY:** MALAWI

**NAME OF PROJECT:** Malawi Electricity Access Project (MEAP)

**Loan No:** IDA63790

**Assignment Title:** Consultancy Services for the Design, Marketing and Commercial Planning Support, Construction Supervision Support, And Associated Training

**Reference No.** MW-ESCOM-146987-CS-QCBS

**Date of Issue:** 30<sup>th</sup> July 2020

The Electricity Supply Corporation of Malawi Limited *has received* financing from the World Bank toward the cost of the Malawi Electricity Access Project and intends to apply part of the proceeds for consulting services.

The consulting services (“the Services”) include electrification/densification component of the MEAP aimed at supporting connection of 180,000 customers (averaging 90,000 per annum over 2 years) that are close to existing network infrastructure. It is envisaged that most connections under the project will entail; a prepayment meter, service drop, LV extension or a combination of any of the three. Additionally, the project has a capex provision for selectively reinforcing the upstream network to enable the new connections: The project, will be executed in two phases with the Consultant’s appointment in the second phase being conditional on the performance<sup>1</sup> in the first phase:

**Phase 1 – Design**

- 1 Recommending a project implementation structure that utilizes ESCOM personnel to the extent feasible – and otherwise, temporarily supplement their human and technical resources and skills in the interim – to achieve the project connection targets in the required timeframe;
- 2 Undertaking a desktop survey using appropriate GIS software to identify potential household connections;

- 3 Coordinating with ESCOM to carry out a site survey to verify the number of connections on each feeder and their specific locations;
- 4 Prepare and implement a marketing and customer commercial service plan that lays the groundwork for the arrival of the design and construction teams to connect new customers, including inter alia: marketing campaign; customer information for billing system; connection fee collection upfront; and informing customers about the prepayment system and its navigation.
- 5 Carrying out engineering designs and works packaging, and at all times ensuring that the connections are based on the least capital cost;
- 6 Providing technical assistance to ESCOM with the appointment of Contractor(s); and
- 7 Providing appropriate training to ESCOM personnel assigned to work alongside the Consultant.

### **Phase 2 – Construction Supervision**

- 1 Reviewing and approving contractor designs, where applicable, to ensure they are “least cost” and comply with ESCOM standards and specifications;
- 2 Providing construction supervision support to ESCOM to ensure Contractor(s) compliance with ESCOM specifications and generally accepted standards as well as compliance with all Safeguard requirements; and
- 3 Providing appropriate training to ESCOM personnel assigned to work alongside the Consultant and to Contractor(s) personnel working on the project.

The assignment is expected to start early November 2020 and the period of the assignment is 30 months.

The Electricity Supply Corporation of Malawi Limited now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

- 1 Core business of the firm(s) and years in business.
- 2 Relevant similar experience, which should specifically include the following:
  - Experience in consultancy services related to Supervision of Supply and Installation of Low Voltage and Medium Voltage Distribution Systems at voltage level of not less than 33kV.
  - Experience in management of similar contracts financed and procured under the International Financial Institutions (IFIs);
  - Experience in supervision of contracts involving distribution network including connection of customers in the Region or in similar environment.
- 3 Technical and Managerial capability of the firm (Provide only the structure of the organization, general qualifications, and number of key staff. Do not provide CV of the staff. Experts will not be evaluated at the shortlisting stage).

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016, Revised November 2017 and August 2018 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint

venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality and Cost Based Selection (**QCBS**) method set out in the Procurement Regulations.

The detailed Terms of Reference (**TOR**) for the assignment is available on ESCOM website, [www.escom.mw](http://www.escom.mw) or can be obtained at the addresses below during office hours from **07:30 to 17:00**, local time, from Monday to Friday.

Expressions of interest must be delivered in a written form to the address below (in person, or by mail) on or before **20<sup>th</sup> August 2020 at 14:00** Local Time

Addresses referred to above are:

For information and clarifications:

Projects Manager  
ESCOM Limited  
Umoyo House, 3<sup>rd</sup> Floor,  
Victoria Avenue  
P.O Box 2047  
Blantyre  
MALAWI.  
Telephone +2651830 321  
Email: [akaitane@escom.mw](mailto:akaitane@escom.mw)/[jthabwa@escom.mw](mailto:jthabwa@escom.mw)

Clearly labelled and sealed expression of interest (with procurement reference number and description) should be addressed to:

The Chairman  
Internal Procurement and Disposal Committee  
ESCOM Limited  
Umoyo House, 3<sup>rd</sup> Floor,  
Victoria Avenue  
P.O Box 2047  
Blantyre  
MALAWI.

**Attention:** The Project Manager: [akaitane@escom.mw](mailto:akaitane@escom.mw)

The Procurement Specialist: [jthabwa@escom.mw](mailto:jthabwa@escom.mw)